

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 13828 010809Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----030149 011244Z /45  
R 010756Z AUG 78  
FM AMEMBASSY TOKYO  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0047

UNCLAS TOKYO 13828

FOR OIM/JAPAN DIV

EO 11652: NA  
TAGS: BEXP, JA  
SUBJECT: NOV COMPUTER SHOW

1. T. SATOH, MGR, 3RD ELECTRONICS DIV, MARUBUN CORP,  
DESIRES TO PARTICIPATE IN SUBJECT REPRESENTING FOLLOWING  
PRINCIPALS IN TWO BOOTHS: BOOTH NO. 1 - PERTEC COMPUTER  
CORP (OTM), CHATSWORTH, CAL, ROBERT E. CONTI, INTL SALES  
MGR, TEL: (213) 882-0030, PRODUCT - MAGNETIC TAPE TRANS-  
PORT/DISK DRIVE AND FORMATTER FROM LOCAL SOURCE AND U.S.;  
BOOTH NO. 2 - (A) ABLE COMPUTER TECHNOLOGY INC (NTM),  
IRBINE, CAL, ROBERT T. JONES, DIRECTOR OF INTL MKTG, TEL:  
(714) 547-6236, PRODUCT - ADD-IN/BUFFER MEMORY, REPLACE-  
MENT INTERFACE AND UNIBUS COMPUTER FROM USA; (B) AMPEX  
INTNL OPERATIONS (OTM), REDWOOD CITY, CAL, D. GINGER,  
PRODUCT MGR, TEL: (415) 367-2011, PRODUCT - MEGASTONE,  
ADD-IN, DISK 300M, ETC, FROM U.S. ACCORDING TO SATOH,  
MARUBUN EXPECTS REPRESENTATION AGREEMENT TO BE SIGNED  
WITH ABLE COMPUTER THIS MONTH. PLS CONTACT ABOVE PARTIES  
AND ADVISE OF THEIR CONCURRENCE AND MARKET STATUS. IF  
CONFIRMED AS ABOVE, MARUBUN WILL SUBMIT TWO PA'S PAYING  
DOL 2,900 TO TC.

2. MARUBUN IS ALSO NEGOTIATING WITH WESTERN PERIPHERALS  
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INC, AN UNREPRESENTED PARTICIPANT PROCURED BY OIM, RE  
POSSIBLE REPRESENTATION BY MARUBUN. MARUBUN WANTS THEIR  
BOOTHS TO BE SET UP NEXT TO WESTERN PERIPHERALS AND  
A SIGN INDICATING MARUBUN AS THEIR LOCAL REP TO BE PUT  
UP IN WESTERN'S BOOTH. PLS CONTACT ROBERT T. JONES,  
DIRECTOR, INTL OPERATIONS, WESTERN PERIPHERALS AND ADVISE.  
FYI: JONES ALSO ACTS AS DIRECTOR OF ABLE COMPUTER.

MANSFIELD

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 01 aug 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978TOKYO13828  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780314-0700  
**Format:** TEL  
**From:** TOKYO  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Litigation Codes:**  
**Litigation History:**  
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**Office:** ACTION EA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Handling Restrictions:** n/a  
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**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
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**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1571693  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** NOV COMPUTER SHOW  
**TAGS:** BEXP, JA  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/93b21759-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014